

Message Text

UNCLASSIFIED

PAGE 01 MOSCOW 11539 151027Z

21

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 078117

P 150943Z AUG 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC PRIORITY 3364

INFO USDOC WASHDC PRIORITY

UNCLAS MOSCOW 11539

E.O. 11652: N/A

TAGS: BEXP, UR

SUBJECT: ROSCOE BROWN PARTICIPATION IN OIL/GAS PIPELINE
SEMINAR-EXHIBIT

USDOC FOR BEWT/TPD/ROBINSON

REF: MOSCOW 11467

1. COMMERCIAL OFFICE HAS RECEIVED TWO VERY STRONG TELEXES FROM BRUCE THOMAS OF WELT INTERNATIONAL PROTESTING AGAINST POSITION REFTEL THAT PARTICIPANTS IN SEMINAR-EXHIBITS IN COMMERCIAL OFFICE SHOULD BE TECHNICALLY-QUALIFIED OFFICIALS OF FIRMS RATHER THAN AGENTS WHO REPRESENT FIRMS IN COMMERCIAL DEALINGS WITH SOVIETS. THOMAS HAS ARGUED THAT IN CASE OF ROSCOE BROWN, FIRM UNABLE MEET COST OF SENDING REP TO MOSCOW; THAT WELT, AS REPRESENTATIVE OF ROSCOE BROWN HAS FULFILLED ALL OF USDOC REQUIREMENTS FOR PARTICIPATION IN EVENTS SUCH AS SEMINAR-EXHIBIT; AND THAT COMMOFF'S RELUCTANCE ACCEPT WELT AS ROSCOE BROWN'S REP FOR SEMINAR-EXHIBIT CONSTITUTES INTERFERENCE IN WELT'S RELATIONSHIP WITH ROSCOE BROWN. THOMAS HAS ALSO PROPOSED TRIP TO MOSCOW TO DISCUSS ISSUE WITH COMMOFF.

2. ALTHOUGH COMMOFF HAD ANTICIPATED SOME REACTION FROM WELT, TOMAS' RESPONSE STRIKES US AS EXTREME. AS FAR AS COMMOFF CONCERNED, WE VALUE WELT'S PARTICIPATION IN OFFICIALLY-SPONSORED EVENTS AND CERTAINLY HAVE NO IDEA OF DISCRIMINATING AGAINST WELT, AS THOMAS CLAIMED WE WERE DOING. FACT OF THE MATTER IS, HOWEVER, THAT DURING JUNE 1975 PULP/PAPER
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MOSCOW 11539 151027Z

SEMINAR-EXHIBIT, THOMAS (WHO REPRESENTED WELT CLIENT M/K

SYSTEMS FOR THAT EVENT) WAS NOT ABLE TO SET UP M/K SYSTEMS' EXHIBIT INSTRUMENTS AND COULD NOT RESPOND TO MORE TECHNICAL QUESTIONS POSED BY SOVIET SPECIALISTS. THOMAS HAS ARGUED IN TELEXES THAT IF WELT CAN REPRESENT ROSCOE BROWN IN COMMERCIAL NEGOTIATIONS WITH TRAKTOROEXPORT, WELT SHOULD ALSO BE ABLE TO PRESENT PAPERS FOR ROSCOE BROWN AT SEMINARS. IN VIEW OF COMMOFF, THIS ARGUMENT MISSES POINT THAT SEMINARS ARE INTENDED TO PROVIDE OPPORTUNITY FOR TECHNICAL EXCHANGES OF VIEWS BETWEEN SOVIET SPECIALISTS AND REPRESENTATIVES OF U.S. FIRMS AND, CONSEQUENTLY, DIFFER SIGNIFICANTLY FROM COMMERCIAL NEGOTIATIONS.

3. ALTHOUGH FINAL DECISION ON THIS MATTER MUST REST WITH BEWT/TPD, WHICH RESPONSIBLE FOR PROCUREMENT, COMOFF PROPOSES FOLLOWING SOLUTION AS BEST CALCULATED TO AVOID PROBLEMS WITH WELT. WE WOULD SUGGEST THT WELT BE INFORMED THAT AS MATTER OF POLICY, COMPANIES PARTICIPATING IN SEMINAR-EXHIBITS HELD IN COMMERCIAL OFFICE WILL BE REQUIRED TO BE REPRESENTED BY TECHNICALLY-QUALIFIED COMPANY OFFICIAL, AND NOT BY AGENT. HOWEVER, IN VIEW FACT THAT ROSCOE BROWN HAD SIGNED P FOR THIS EVENT BEFORE THIS POSITION WAS ADOPTED, EXCEPTION WILL BE MADE TO ALLOW LEO WELT TO REPRESENT ROSCOE BROWN AT THIS EVENT AND DELIVER SEMINAR PAPER. HOWEVER, WHOEVER REPRESENTS COMPANIES IN FUTURE EVENTS MUST POSSESS SOLID TECHNICAL QUALIFICATIONS TO PRESENT AND DISCUSS SEMINAR MATERIAL.

4. IN CASE OF 9TH COMPANY WHICH WELT WISHES TO ADD TO THIS EVENT, COMOFF BELIEVES WE SHOULD INSIST THAT IF THIS COMPANY IS TO TAKE PART IN EVENT IT WILL HAVE TO BE REPRESENTED FOR PURPOSES OF SEMINAR PRESENTATION BY COMPANY OFFICIAL. OTHERWISE, WE SHOULD STICK WITH EIGHT COMPANIES CURRENTLY RECRUITED (INCLUDING ROSCOE BROWN).

5. PLEASE ADVISE THOMAS THAT VISIT TO MOSCOW AT THIS TIME NOT RPT NOT NEEDED.
STOESSEL

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 15 AUG 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MOSCOW11539
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750282-0826
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750849/aaaabqlm.tel
Line Count: 96
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 MOSCOW 11467
Review Action: RELEASED, APPROVED
Review Authority: ellisoob
Review Comment: n/a
Review Content Flags:
Review Date: 29 JAN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <29 JAN 2003 by ReddocGW>; APPROVED <19 FEB 2004 by ellisoob>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: ROSCOE BROWN PARTICIPATION IN OIL/GAS PIPELINE SEMINAR-EXHIBIT
TAGS: BEXP, UR
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006